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STATE PROGRAMS OF WORK IN FARM MANAGEMENT AND FARM ECONOMICS.

MINNESOTA.

1. *Cost of Production.*—Farm management investigations in Minnesota have for twenty years centered around the cost of making farm products. This is the major project at the present time. In conducting the investigation the statistical route method is used. Two routes have been established, one at Owatonna in southeastern Minnesota, where dairying and hog-raising are important enterprises, and one at Windom in southwestern Minnesota, where hogs and beef cattle are the most important enterprises. There are 25 farms on the Owatonna route and 23 on the Windom route. Data are secured on the complete farm business of each farm. The farms are measured and the results summarized annually. The investigation is being made in coöperation with the United States Department of Agriculture and will extend over a period of five years or more.

2. *A Study of Farm Development in the Cut Over Land.*—A second project which is also in coöperation with the United States Department of Agriculture, is a farm management survey in northern Minnesota. The purpose of this study is to determine the most effective form of organization and management in developing a farm from cut over land. The study extends over a three year period and will be finished this year. For comparative purposes the survey has been extended to cover a newly settled area in the prairie regions. This affords some interesting information on the difficulties to be overcome and the rapidity of development.

3. *Physical Organization of Farms.*—In securing the cost of production records the farms are surveyed and platted annually. This gives an excellent opportunity to secure data on the physical features of the farms. Advantage is being taken of the opportunity to learn the influence of farm layout on economy of operation. The study is being made to include the farmstead and building arrangements as well.

Extension Project.

The extension activities in Farm Management include (1) A project which has for its object more extensive record keeping by farmers;

(2) Assisting farmers to study cost of production; (3) Assisting in marketing problems; (4) Calling attention to lease systems that look to maintaining fertility and better farming; (5) Encouraging farmers to keep records of feed, labor and shelter requirements of various classes of farm animals and profits from them.

These demonstrations are localized to some extent, though state wide in their character and application. They are made by the farm management specialist working in coöperation with the County Agents.

ANDREW BOSS.

UNIVERSITY FARM,
ST. PAUL, MINN.

OHIO.

A. Research.

1. *Farm Cost Accounts*.—Two cost accounts routes were started January 1, 1920, in coöperation with the United States Department of Agriculture. This involves the keeping and summarizing of detailed cost accounts on the entire farm business.

2. *The Influence of the Tractor on Farm Organization*.—A continuous survey of tractor farms to study the influence of the tractor on farm organization. The cost of operating the tractor is also secured. Carried on in coöperation with the U. S. D. A.

3. *The Prices of Ohio Farm Products*.—A historical and comparative study.

4. *A History of Land Values in Ohio*.—A historical study.

5. *The Marketing of Ohio Tobacco*.—The methods and costs of marketing Ohio tobacco: A field study.

6. *Social Organizations Among Ohio Farmers*.—Information secured by field work, correspondence and personal interviews.

B. Extension.

1. *Farm Management*.—

- (a) Permanent farm management work.
- (b) Farm accounting and farm organization.
- (c) Cost accounting.
- (d) The efficient use of labor on the farm.
- (e) Farm layout.

2. *Marketing*.—

- (a) Grading and standardization.
- (b) Business essentials in marketing.

- (c) Encouragement and development of marketing, programs for county and township marketing committees of the farm bureau.

3. *Social Life*.—

- (a) Development of community improvement programs.
- (b) Community welfare conferences.
- (c) Club programs and community entertainments.

All these projects, both research and extensions, are already under way. We will continue them for the coming year.

J. I. FALCONER.

COLLEGE OF AGRICULTURE,
COLUMBUS, OHIO.

KANSAS.

All of the work in farm management investigations being conducted at the Kansas State Experiment Station is in coöperation with the Office of Farm Management and Farm Economics of the United States Department of Agriculture. Three cost of production routes are in operation. Detailed costs are being obtained on two of these routes. Approximately twenty-five farmers are included in each route. The third route deals with the cost of producing beef in the Flint Hills region of Kansas where most of the beef is produced on grass. Detailed costs are being obtained on about eight thousand steers grazing on approximately forty thousand acres of land.

The studies in the detailed cost routes are located in Jackson and McPherson Counties. Jackson County is in the northeastern part of Kansas and is fairly typical of that portion of the state most nearly approaching corn belt conditions. The farms included in the McPherson area are devoted to wheat production to a large extent. On all of these farms wheat is a major enterprise. Some of them, however, follow a more general type of farming than the others. It is hoped that this work will give a comparison between the general farm on which wheat is the major enterprise as compared with the wheat farm on which wheat is the sole source of income.

As a background for these studies, the Experiment Station has labor income survey records for more than 2,000 farms scattered throughout the state. These survey data will be used to supplement the detailed cost data now being obtained. The plan is to continue these detailed cost routes for at least five years. They were started January 1, 1920, with the exception of the route in Chase County, which was started in April of 1921.

These three routes are only a portion of the total number planned for the entire state. At least ten routes will be needed before data are obtained typical of all sections of the state. It is possible that these routes will not all be going at the same time, but at the end of five or more years, funds used for the routes now going will be transferred to routes in other parts of the state.

The marketing investigations conducted at this time by the Kansas Experiment Station include a study of the marketing of Kansas wheat. This study was started September 1, 1920. The first phase of the problems taken up was the farm storage of wheat. A study of the status and conditions of farm storage including farm storage capacity has been completed on seven hundred forty-three farms in twenty-nine Kansas counties. The following are some of the important problems concerning which these studies give information:

1. The monthly rate of demand for wheat by the mill and export trade of the United States for the last six crop years.

2. The monthly rate at which the Kansas farmer has put his wheat on the market during the last six crop years.

3. The excess or shortage of farm marketing month by month as compared with the commercial demand month by month for the last six crop years.

4. The approximate situation with regard to supply of farm storage in twenty-nine counties where surveys have been made.

5. Percent of 1920 wheat crop marketed direct from the machine in twenty-five representative counties, and the relation of distance to market to percent of crop marketed direct from the machine.

6. The percent of the area of each county of the state that is within $3\frac{3}{4}$ miles of one or more elevator stations, $3\frac{3}{4}$ miles being found to be about the maximum distance wheat could be economically marketed direct from the machine to the elevator, where team hauling was the most common method.

7. The amount of money borrowed to hold wheat (1920 crop) per bushel of wheat held in storage and rate of interest paid in some typical communities.

W. E. GRIMES.

STATE AGRICULTURAL COLLEGE,
MANHATTAN, KANSAS.

MISSISSIPPI.

We are now completing tabulation and survey data on 160 farms in Jones County, Mississippi, and will begin tabulating the data on

140 farms in the trucking section of Copiah County by July 1. The other 150 records taken in Mississippi have been used for class purposes and not for tabulation.

This fall we expect to take some 600 records in 4 sections of this State, all of which we expect to tabulate. These projects will be worked in coöperation with the Washington office of Farm Management and Farm Economics.

One rather interesting project is being taken on in coöperation with the boys club Department of the Mississippi Extension Force. About 50 of the outstanding club members of the State were enrolled in a Boys' Farm Management Club. These boys keep complete daily records and mail same to us at the close of each week. These records, together with Farm Management Account Books, both of which are furnished by this Department, give us a complete record of the year's business. We are using this method as a substitute for a route man and up to the present date this method is working nicely.

I have recently made an automobile trip of the State, in which I visited each of these boys. I find the most excellent interest exhibited by both the boys and their parents.

J. N. LIPSCOMB.

AGRICULTURAL COLLEGE,
MISSISSIPPI.